Questions and Answers to
Underwritten Title Company Request for Information
Submitted After September 15, 2005.

The following questions and answers about the underwritten title company data call supplement the questions and answers dated September 15, 2005

Last updated: September 27, 2005

Questions and answers added since last update noted with **NEW.**

UTC Table 1

NEW *Question: Do you want a summary of our orders by type for the year?*

Response: Table 1 is a summary of title and escrow orders broken out by county, by type of transaction, and by source of title order. County refers to the location of the property that is the subject of the transaction. Please see pages 4-5 of the Questions and Answers for the underwritten title company request for information, dated September 15, 2005, for an example of how many summary records might be produced depending upon the number of counties, types of transactions and sources of title orders. If you are unable to provide the information requested in Table 1, the Department has made Table 1A available as an alternative to reporting Table 1.

NEW *Question: How much detail do you want on the sources of business? My understanding is that we do not have to identify the individual sources of business such as realtors, lenders, builders etc.*

Response: Table 1 requests summary reporting broken out by each source of business. Please see Question 13 and the Department's response for further explanation and an option for grouping "walk-ins" into a single category.

NEW *Question: Do you have other samples of completed tables?*

Response: Page 5 of the Questions and Answers provides a sample of a partially completed table. That table illustrates how many records would be needed for an underwritten title company with two counties, five types of transactions, and five sources of business. That table has no entries in the title and escrow order fields, however. Your response will have those fields populated to reflect the title and escrow activity by specific combination of county, type of transaction and source of business.

NEW *Question: Regarding Column 4 of Table 1, what does the phrase "Source of Title Order" mean? Do you mean the Title or Escrow company name generating the title or escrow order? Or do you mean who was the referral customer that gave us the business?*

Response: Please review the Questions and Answers (Q&A), dated September 15, 2005, provided by the Department and attached for your convenience. See, especially, questions and responses 13 through 18 with regards to "source."

UTC Table 2

NEW *Question: The last line of that item reads, "The total number on your organizational chart should match the total number reported in Table 2." Are you expecting the number of full time equivalent employees on the organization chart to tie to table 2 or are you expecting the personnel costs to tie to Table 2?*

Response: The number of full time equivalent employees in the response to supplemental information request 2 to Table 2 should equal the number of full time equivalent employees reported in Table 2.

NEW *Question: What do you consider an organizational chart?*

Response: An organizational chart is a graphical description of the structure of your business. In the case of a small company like Trinity County Title, an organizational chart could be a diagram of employees with job titles and lines indicating who reports to whom. The chart should cover all people to whom monies were paid, including contractors.